11		Weighted(2)		Ţ						,				• ,	.].	-
	ļi	Liberine(2) We	900	920	 }		,			•		•	_	•	-	_
		J	(10.892)	(10.892)		(2,913)	- 599'AL	16.764		3,540	3.538		(12,648)	(208)	(13,448)	-
	2002 Full B/W 2002 Year Plan Fill Year Dian		49,000	49,000		7,00d	2	28.000		49,000	49,000		4,000	 _	14,000	_
	2002 Fuil Year Forecast		38,306	38,308	-	33.664	 } }	44,761		200	52,536	740	465	(802)	852	_
	Bal Of Cur Year Probability Weighted Pipeline Y		9,860	8,850	į	23,526	. 1	24,303	24 9AR	3	24,908		. ,	-	•	
	Balance Of Current Year Thru 12/31 Pipeline		48,510	016,84	00.0	43,942	1,036	48,088	38.975	-	38,378	3.000			3,000	
	Aug Franchise Revenue			•		•		•	(385)	-	(285)	•		1		14.56
	B/W PRIOR YTO Franchise Revenue	0 000	8.692	•	22	9,254	90.00	670'6	(6,574)	(145)	(07,60)	1,354	(1,467)	(2007)		- A - A - A - A - A - A - A - A - A - A
	Prior YTD Franchise Revenue	19.78K	19,766		10,234	885	11 110		34,597	34.745		. !	1,467	1.467	61 001	67.083
	YTD(Jul) Franchise Revenue	28,658	28,658		10,310	10,139	20,448		28,023	28.022		1,354	(802)	552	77 680	7001
	Jul Franchise Revenue	1,401	1,401	į	(EGR)		(963)		(1,190)	(4,190)		• 1	(107)	(107)	(849)	
	PRODUCT	Total Advisory	A CONTRACTOR OF THE CONTRACTOR	HYCM	Leverage Loan Fers	Resi Estate investment Banking		Equity Underwriting	Restricted Securities / PPE	lotal Equity	GM DCM JV	Legacy PF / Telecom / LA Portfolio - NIM	Trincipal Investing / PE Exceptions / Other	Cora Leasty Portfolios / Cross Selling / Other	Total Corporate Finance Product	

		_			
PRODUCT	DEAL	Franchise Revenue Jul	Franchise Revenue YTD(Jul)	Franchise Revenue Aug	Other Coverage Groups
	Albritton Communications - General Advisory (News Cn 8) (D020686)	•	111	•	NA Lev Fin
	Aurora Communications - general advisory (Project 1 Wist & Shout) / 1 Wist & Sh (D010328) Aurora Communications - general advisory (D012858)	•	2,663	1	EUR TELE, NA TELE
	Bertelsmann - Project Rock / Rock. (D014619)		2,00	r	None
		•	(145)		NA FIN SPO
	Following - General Advisory (Vivendi) (D016541)	•	8,686	•	None
	Gazbrom - sale of Gazbrom Media to Spritnik Group (Actual / Actual * 70042040)	1	250	•	ITALY
	Impresa/Cofina -pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714)	. %	7,36/	.	EUR TECH, Rus & Turk,
	Johnston Press - Acqn advisory for RIM / Pacific, (D014213)	} '	2.188	. ,	Om. Fur., PORTOGAL
		49	203	٠,	
	Liberty Wedla - Acqni opportunities in Europe (0016262) ProSiehen - marner advisory with Visch Marie (nit Control)	•	244	•	EUR SPON, EUR TELE
	Scientific Atlanta -aconisition of Barconal Design Beach, 25, 120, 120, 120, 120, 120, 120, 120, 120	225	750	1	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	,	1,524	•	EUR TECH
	TIM Brazil - Project Eife//Phase 1 (Strategic alliance) / Fifel + 1 (Do14121)	1 :	533		NA FIN SPO
	TMP Worldwide - Project University / University 1 (D013407)		3,078		EUR TELE, ITALY, LA
	Tribune Co - general advisory (radio assets) (D002234)	1,086	1,086		
	1V Globo - Project Waves / Waves (D013628)		68		
Total M&A		1 404	00000		
		2	000,02	•	
Total Advisory		1.401	28 658		
	Adelphia Communications - HY Offering (20 01) (D013200)		68	•	L
•	AMC Entertainment - acq financing for General Cinema (D013398)		₹ 89	• 1	NA FELE NA FIN SDO
	Echostar - HY offering (Hughes Electronics) (D016727)	(938)	(6,38)	•	000 VIC VIC
	Entercom Communications - HY offering (1Q 02) (D020688)	(200)	152	,	NA UTON
	Galaxy Latin America - HY bond offering (1Q 01) (D002033)	. ,	505	rı	7 Lev 7 L
	Hughes/PanAmSat - Project Pelican/interim financing 1002 / Pelican 1 (0015959)	,	5.480	i i	
	NextMedia Group - HY offering (2Q 01) (D013233)	•	(88)		
	Sinclair Broadcasting - HY offering (10 02) (D021370)	•	, (SS)	. ,	None
	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)		1.206	· •	NOTE:
	Young Broadcasting - HY Offering (4Q 01) (D014961)	(17)	527	•	Zone
Total HYCM					
	Higher/DanAmSat Droject Delicentistics financial 4000 to "	(203)	10,310	•	
	Johnston Press • £680mm debt financing for RIM acquisition / Juniter - (DO15959)		5,936	•	NA FIN SPO, NA Lev Fin
	Loews Cineplex Entertainment - exit financing (10.02) (D0.0528)		000	•	EUK SPON
	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	. ,	0.58. COC	•	NA FIN SPO, NA Lev Fin
-			763	ŧ	NO LO KOU
Total Leverage Loan Fees			10,139		
Total Debt Broducts					
		(953)	20,448	•	

Other Coverage Groups None None None None None None EUR TECH, NA CON NONE UK NA CON, NA FIN SPO NA FIN SPO ASIA NRG, ASIA SPON, CHINA, NA FIN SPO FRANCE NA PLMT NA FIN SPO	None None	None None None None	None None
Franchise Revenue Aug	(382)	(382)	(382)
Franchise Revenue YTD(Jul) 4,823 85, 2,206 4,533 4,732 2,96 (1,629) 1,823 643 9,141 (3,926) 3,638 917 160	28,023 (0) (1)	28,022 141 133 86 995	1,354 (355) (447) (802) 562 77,680
Franchise Revenue Jul Jul 204	(1,190)	(1,190)	(47) (60) (107) (107) (107)
DEAL. Cumulus Media - secondary offering (2Q 02) (D022916) Digital River - block trade (4Q 01) (D016304) Emmis Communications - Block Trade (2Q 02) (D021959) Enfercem Communications - secondary offering (1Q 02) (D020128) Ikon Office Solutions - convertible offering (1Q 02) (D020657) Internet Capital Group - IPO (D990806) JCDecaux - IPO (project Pox) / Fox (D004897) Johnston Prass - rights issue for acqn of RIM (D022644) Laap Frog Enterprises - IPO financing (D016309) LIN Television - IMC 45445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000484) Publicis Groupe SA - convertible bond Q1 2002(Ring) / King * (D016091) Radio One - Secondary Offering (2Q 02) (D021165) XM Satellite Radio - secondary offering (2Q 02) (D021165)	iBeam Broadcasting-Warrant Income Realiz iBeam mtm (M1574) s / PPE	AOL Time Warner inc IG Bond. (M3404) Scholastic Corp - IG offering (1Q 02) (D020146) Watt Disney - \$450mm - IG Bond (D024828) Watt Disney - IG Bond (M3182)	Total GM DCM JV Corncast Cable - Strategic Lending Contract (M2222) Infinity Broadcasting - Strategic Lending Contract (M2221) Total Principal Investing / PE Exceptions / Other Total Legacy Portfolios / Cross Selling / Other
PRODUCT	Total Equity Underwriting iBear iBea	Total Equity	Total GM DCM JV Total Principal Inves Total Legacy Portfoll Total Product

	 J			Franch	Franchise Value			:	
								4	
PRODUCT DEAL	PROBABILITY	Aug	Sep	ŏ	ò	Balance Of Year 2002	Fifture Years	Revenue	Weighted
Acme Communications - general advisory (0006356)	¥						9	1810 1	-Uperiue
AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	5					1.295	,	1,295	324
Buringsplate Advestitute advisory/defence & refinancing (Do16359)	52	2,000			٠.	960		1,036	141
Parameters Talebra (DOC)	52		•	,		205.3		2,000	200
Potential in the Appendix of the Appendix of 18% state in SES (DO11449)	0		6,000			omec'e		900	565,1
Figure 1 and Figure 2 and Infancing (GM - HE) (D014601)	8					7.266		9 6	. !
Interview - valuations (Focus) / Focus (ex-Similars) (D016089)	92		200		. ,	00.71	•	4,255	3,627
Discourt Living advisory - Project Daedalus (D022235)	0		,	•			,	200	125
Professional Action (2001) (D010190)	0			,		200	,	4,500	•
Problemen - Strategic divestition advisory - Project Phoenix / Phoenix (D023912)	25					(80)	,	2,591	•
Tauting the farmers and the factor of the factor of the factor of the farmers of	\$2 \$2					0000	•	9,000	1,250
Tity Result - Droise - Bit Phone - Academic Publishing (Kaika) / Kaika (D022841)	52	ı	4,000	. ,		66.7		2.591	648
Visito Broadonii a minima se Z (Sale) / Eifel - Z (D024386)	0		•	•	•	, ,		4,000	000,1
M&A	0			•	٠	4.14B	CO),	900	
		2,000	10,500			34.010	1 036	27.47	450.0
Total Advisory							200	14,001	000
		2,000	10,500			34,010	1,036	47,547	9.650
Data Transmission Network - bank/bond financing (30 02) (0022612)	55	3 109	ı						
HTCM	2	3 100			ļ	,	-	3,109	777
		201,	•	,	,			3,109	777
Comcast - acq fincs for AT&T Broadband (participant bank) (D020813)	QÇ	1,865	•						
Echoster - acqn advisory and financing (GM · HE) (D014601)	0.5	3	• •	25 950	1			1,855	933
Gray Communications acqn fin for Benedek Broadcasting (D022657)	12.	3.109		B00 0	•	,		36,869	17,929
Leverage Loan Feet	75	3,109	•	. ,				3,109	2,332
		5,084		35,859				3,108	2 332
Davis & Pariners - Transmission Tower in Branching Connection							<u> </u>	43,342	23,526
Real Estate Advisory	O				•	1,036		9801	
				•	£	1,036		1,036	
Total Debt Products		44 403							
		261		35,859		1,036		48,088	24,303
APAX/Hicks Muse - IPO of Yell pic (D020545)	8	,	1 659	,					
Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	92	•	17.000		,	•		1,658	1,492
SONAND OF THE COUNTY OF THE CO	O			1,762			•	17,000	12,750
Safeth Communications a second constant (20 pp. 200)	22	•	ı	. '	,	2.500		207,1	. 070
SES Global - £700-1bn IPO - Project Garanda / Danseda / Danseda	122	1,555	٠	•	٠			1 555	1,6/5
Texas Pacific Group - IPO (Hurter) / Hurter * (Incopyzon)	£ 1			,		8,000		000	000
Equity Underwriting	25	,		6,500	•			500	1 626
		1,566	18,658	8,262	·	10,500	٠	38,975	24,908
Total Equity		1.686	40.00						
		000	10,000	8,282		10,500		38,976	24,908
GM DCM JV	0					000 8		000	
						000 E		200	
Total Legacy Portfolios / Cross Salling / Other						200	•	2,000	•
				٠	,	3,000		3,000	
Product		27.4							Γ
		14,747	29,168	44,120		48,547	1,036	137,609	58,862

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PIPELINE				
FRANCHISE PIPELINE 7,265 35,859 35,859 1,000 3,109	1,658	1,762	3,109	1,638 17,000 2,500 2,500 6,000 6,000 6,000 5,000 8,000 8,000
FRANCHISE VALUE 				
FRANCHISE VALUE 1,032 4,823. 8,686 (538) (145) 2,206 1,152 4,553 5,480 5,836 (3,926) 917 1,206	2,367 2,188 1,623 1,980	1,032 4,823 1,152 4,553 643 (3,926) (8) 917 1,206 536	68 111 203 1,086 761	2,010 83 (1,629)
FRANCHISE VALUE 	• • • • • • •	043 (889) 72		26 (1,628)
PROB NY A A NY A N	25 Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z	2	22525 4484848 4484844	90% 75% 75% 75% 76% 76% 76% 76% 76% 76% 76%
PRODUCT Divestiture Advisory Equity-Secondary Other M&A Advisory Bonds-Corporate High Yield Adquistion Advisory Bridge Loans Bridge Loans Bridge Loans Bridge Loans Bonds-Corporate High Yield Equity-Secondary Bonds-Corporate High Yield Equity-Secondary Bonds-Corporate High Yield Equity-Secondary Bonds-Corporate High Yield Selich Bark Debt Equity-Secondary Bonds-Eurobonds Bonds-Eurobonds Bonds-Eurobonds Bonds-Corporate High Yield Selich Bark Debt Equity-Your Bonds-Eurobonds Bonds-Eurobonds Bonds-Eurobonds Bonds-Eurobonds Selich Bark Debt	Equity-IPO Valuation Acquisition Advisory Equity-Réghts Serior Bank Debt Acquisition Advisory Serior Bank Debt	Divestitura Adviscory Equity-IPO Equity-IPO Equity-Secondary Bonds-Corporate High Yield Equity-IPO Equity-IPO Equity-IPO Equity-IPO Bonds-Corporate High Yield Equity-Secondary Bonds-Corporate High Yield Bonds-Corporate High Yield Bonds-Corporate High Yield Senior Bank Debt	Bonds-Corporate High Yield Farmess Opinion Senior Bank Dabt Other M&A Advisory Equity-Secondary Divestitute Advisory Equity-Secondary	Equity-IPO Equity-Secondary Equity-Convertible Bonds Acquisition Advisory Divestiture Advisory Divestiture Advisory Merger Advisory Equity-IPO Acquisition Advisory Defense Advisory Bends-Eurobonde Equity-IPO
DEAL Aurota Communications - general advisory (D012868) Cumulus Media - secondary drivental (D016241) Edostal - General Advisory (Vivend) (D016541) Edostal - Horison Advisory (Vivend) (D016541) Edostal - Horison Advisory (Vivend) (D016541) Edostal - Acqua advisory and financing (GM - HE) (D014601) Edostal - acqua advisory and financing (GM - HE) (D014601) Edostal - acqua advisory and financing (GM - HE) (D014601) Emostal - acqua advisory and financing (GM - HE) (D014601) Emostal - acqua advisory and financing (GM - HE) (D014601) Emostal - acqua advisory and financing (GM - HE) (D014601) Emostal - acqua advisory and financing (GM - HE) (D012689) Enterom Communications - HY offering (1Q 02) (D021689) Enterom Communications - HY offering (1Q 02) (D021689) Enterom Communications - HY offering (1Q 02) (D021689) Enterom Communications - HY offering (2Q 02) (D021881) Hughes/PanAm381 - Project Pelicantinterim financing (Aus I Pelican 1 (D015859) MediaNation - M54445 6mm IPO on GEM - Project (Brain (Aria ECM) (D00444) SES Global - Doth financing (EG Americom - Project (Gerard / Gerard3 (D015898) Sinclair Broadcasting - HY offering (4Q 01) (D018339) Sinclair Broadcasting - Private Placenment (Q2 02) (D013707)	APAX/Hicks Muse - IPO of Yell pic (D020545) Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) Johnston Press - Acqn advisory or RIM Paridir. (D01413) Johnston Press - rights issue for acqn of RIM (D022644) Johnston Press - £880rm debt financing for RIM acquisition / Jupiter. (D014834) Taylor & Francis - acqn of Kluwer Academic Publishing (Karka) / Karka (D022841) Yell - US\$40mm financing for acqn of Michod Publishing (D020465)	Aurora Communications - general advisory (D012858) Blackboard - iPO (01 03) (D014712) Cumulus Media - secondary offering (30 02) (D022916) Entercom Communications - HY offering (10 02) (D02088) Entercom Communications - HY offering (10 02) (D020128) Leap Frog Enterprises - IPO (Internating (10 02) (B020128) Medialvation - HK4445 5mm IPO on GEM - Proj Bus / Bus / Bus (Asia ECM) (D000494) NextMedia Group - HY offering (20 01) (D013233) Rado One - Secondary Offering (20 02) (D021891) Sinclait Broadcasting - HY offering (10 01) (D016235) Sinclait Broadcasting - HY offering (10 02) (D0219377) Sinclait Broadcasting - bank financing (30 02) (D021892)	Adelphia Communications - HY Offering (2Q.01) (D013200) Allbritton Communications - General Advisory (News Ch.8) (D020688) Gray Communications - General Advisory (News Ch.8) (D022657) Landmark Communications - secondary offering (3Q.02) (D0242428) Salam Communications - secondary offering (3Q.02) (D024428) Tribune Co - general advisory (radio assets) (D002234) XM Satellite Radio - secondary offering (2Q.02) (D022418)	APAX/Hicks Muse - IPO of Yell ptc (D020545) Axel Shringerfixtry - Secondary Offering - Project Arnabelle / Annabell (D022480) BSkyB - GBP 200 million conventible bond (D020298) Berkelsmann - Project Rock / Rock (D014619) Borsey & Hawkes - divestiture advisory/defence & refinancing (D015359) Devisor & Hawkes - divestiture advisory/defence & refinancing (D015359) Devisor Elekton - Sale options for 16% stake in SES (D011449) ImpressarCorina poli integre of Impress aw Investor (Ico Cube) / Ico cub (D015714) JCDecaux - IPO (project Poxy) / Fox (D004897) JCDecaux - IPO (project Poxy) / Fox (D004897) ProSleban - strategic divestiture advisory - Project Daedalus (D022312) SES Global - Debt financing re GS Arnafrom - Project Gerard (D013535) SES Global - E700-1bn IPO - Project Gerard 2 (D013535)
BANKER Aming, Jeffrey	Austin, Geoffrey	Carey, Charles	Graves, Daniel B.	Lovegrove, Stephen

				JUL	YTD JUL	AUG	2002	FRANCHISE
BANKER	DEAL	PRODUCT	PROB	FRANCHISE	FRANCHISE	FRANCHISE	FRANCHISE PIPELINE	FUTURE
Lovell, Nicholas	Impresa/Coffna -pot merger of Impresa w/ investec (tee Cube) / tee cub (D015714) Publicia Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	Merger Advisory Equity-Convertible Bonds	4 A 4 A	- 56	3 83 638		, 1	
Madanes, Bruce	Berteismann - Project Rock / Rock (D014519) Fininvest - valuations (Focus) / Focus (ax-Simfast) (D016059) Fininvest - valuations (Focus) / Focus (ax-Simfast) (D016059) Fininvest - valuations (Focus) / Focus (ax-Simfast) (D016059) Gazpron - sale of Gazpron Media to Spunik Group (Astra) / Astra - (D013840) ProSleban - marger advisory with Kirch Media (Pil Concordia) / Concord (D014982) ProSleban - strategic divestiure advisory with Kirch Media (Pil Concordia) / Concord (D014982) SES Global - Definithation of GE Americon - Project Gerard / Gerard (C019996) Texas Pacific Group - IPO (Hunter) / Hunter - (D022792)	Acquisition Advisory Farnass Opinion Fairnass Opinion Valuation Mergar Advisory Defense Advisory Defense Advisory Equiv.HPQ	N. 25% N. A 25% N. A 25% 0% 25%		2,040 250 2,367 750		500 	
Morris, J. L. Malcolin	Davis & Partners - Transmission Tower in Brooklyn (D020807) Hughes/ParAmSat - Project Pelican/freeinf infrancing 1002 / Pelican 1 (D015859) Hughes/ParAmSat - Project Pelican/freeinf infrancing 1002 / Pelican 1 (D015859) Privacide Hodding - Serveral schiscry (2001) (D010190) Spectrasite Hoddings - Fairners Opinion (SBC) (D022702) TIM Brazil - Project Elleft/Phase 1 (Stritegic allance) / Effet - 1. (D014121) TIM Brazil - Project Elleft/Phase 2 (Selle) / Effet - 2. (D024366) TV Globo - Project Waves / Waves (D013828)	Real Estate Advisory Bonde-Corporate High Yield Senicr Bank Dett Senicr Bank Dett Physesture Advisory Fathase Optifion Other M&A Advisory Divesture Advisory Divesture Advisory	*44*44*4 \$22022 444*44		5,480 5,936 533 1,578		1,036 1,036 1,591	1,038
Paul, Gregory R.	AMC Entartainment - acq financing for General Cinema (D013398) Acme Communications - general advisory (D006356) Osta Transmission Network - bank/bond financing (30 02) (D022912) Galaxy Latin America - HY bond offering (10 01) (D002033) LIN Television - IPO (D020127) LOWS Cineplex Entertainment - extl financing (10 02) (D016378) Young Broedzesting - HY Offering (40 01) (D014861) Young Broadzesting - General advisory (Kron Station) (D025304)	Bonds-Corporate High Yield Divestiture Advisory Bonds-Corporate High Yield Bonds-Corporate High Yield Equity-IPO Bordo-Corporate High Yield Bonds-Corporate High Yield Bonds-Corporate High Yield Bonds-Corporate High Yield Divestiture Advisory	N. 25% 25% N. 25% N. 25% N. 25% N. 25% N. 25%		462 1,505 9,141 1,930		. 60 . 60 	
Silver, Ellen L.	Data Transmission Network - bankbond financing (30 02) (0022612) Loews Cineplex Entertainment - exil financing (10 02) (0018578) Young Broadcasting - HY Offering (40 01) (0014861)	Bonds-Corporate High Yield Serior Bank Debt Bonds-Corporate High Yield	25 N/A A A A	· · · · · · · · · · · · · · · · · · ·	1,930	r 1 1	60 · ·	
Thun-Höhenstein, Christian	Bartelsmann - Project Rock / Rock. (D014619) Deutsche Teletcan - Sale options for 16% state in SES (D011449) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069) Fininvest - valuations (Focus) / Focus (ex-Simfast) (D016069)	Acquistion Advisory Divestiture Advisory Fairness Opinion Fairness Opinion	N/A 0% 25% N/A		2,010		6,000 500	
Triffo. Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) Businesskifer - general advisory (D000585) Commast - sod fines grow FT&T Broadband (participant bank) (D020813) Digital River - block trade (4Q 01) (D016304) Liberty Media - Acq n apportunities in Europe (D016262) TAP Viorduvide - Project University / University 1 (D013407) Walt Disney - \$450mm - 1G Bond (D024828)	Divestiture Advisory Divestiture Advisory Divestiture Advisory Sentor Bank Debt Gequity-Secondary Acqualition Advisory	25 25 25 25 25 25 25 25 25 25 25 25 25 2	. ,	2.663 7. 85.244 3.408	• • • • • • • • •	1,036 5,596 1,865	
Yung, Sun J.	Comcast, acq Incg for AT&T Broadband (narticipant bank) (D020813) Ikon Office Solutions - convertible offening (2Q 02) (D020657) SONDShube - debt private placement (2Q 02) (D021165) SONDShube - debt private placement (2Q 02) (D021165) Scientific Allanta - acquisition to Barconels-Project Barebail (Basebail (D013401) SonicBLUE - general advisory (Project Soprano) / Soprano (D023816)	Senior Bank Debt Equity-Convertible Bonds Equity-PiPE Acquisition Acvisory Acquisition Acquisory	% 4 A A A & & & & & & & & & & & & & & & &		4,732 180 1,524		. 865 	

Franchise Fran													
Franchise Franchise <t< th=""><th></th><th>Ξη^γ</th><th>YTD(Jul)</th><th>Prior YTD</th><th>B/W PRIOR YTD</th><th>Aug</th><th>Balance Of Current Year</th><th>Bat Of Cur Year Probability</th><th></th><th></th><th></th><th></th><th>Future Year</th></t<>		Ξη ^γ	YTD(Jul)	Prior YTD	B/W PRIOR YTD	Aug	Balance Of Current Year	Bat Of Cur Year Probability					Future Year
1,150 21,011 10,986 10,025 24,510 6,775 1,150 21,011 10,986 10,025 24,510 6,775 1,251 10,310 10,234 75 3,109 7,77 1,362 12,116 11,119 7,057 43,622 23,526 1,364 17,369 17,369 6,430 (392) 3,316 1,166 1,364 1,364 1,364 3,000 1,364 1,364 1,364 3,000 1,367 1,364 1,364 3,000 1,367 1,467 (915) 3,000 1,367 1,467 (915) 3,000 1,368 41,637 22,597 (382) 78,915 35,244 1,369 1,363 1,363 1,363 1,363 1,360 1,363 1,363 1,363 1,360 1,363 1,363 1,363 1,360 1,364 1,364 1,364 1,364 1,364 1,364 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,364 1,365 1,467 (915) 1,367 1,365 1,467 (915) 1,367 1,365 1,467 (915) 1,367 1,365 1,467 (915) 1,367 1,365 1,467 (915) 1,367 1,365 1,467 (915) 1,367 1,365 1,467 (915) 1,367 1,365 1,467 (915) 1,367 1,365 1,467 (915) 1,367 1,365 1,	PRODUCT	Franchise	Franchise	Franchise	Franchise Revenue	Franchise	Thru 12/31 Ptoeline	Weighted	2002 Full Year Forecast	2002 Full	B/W 2002	Future Year	Probability
1,150 21,011 10,986 10,025 24,510 6,775 (953)									10000		Tun tear Plan	Prpaline(2)	Weighted(2)
(983) (0,310 (0,234 75 3,109 777 7,109 777 7,109 777 7,109 777 7,109 777 7,109 777 7,109 777 7,109 777 7,109 777 7,109 777 7,109 777 7,109 7,109 777 7,109 7	Advisory	200	21.011	10,986	10,025		24,510	6.775	27.788	25.850	2016	000	
(953) 10,310 10,234 75 3,109 777 7,805 885 6,981 43,542 23,526 1,097 1,097 1,0), T	21,011	10,986	10,025		24,510	6,775	27.786	25,650	2,136	1,036	
7,865 885 6,981 43,642 23,556 (933) 16,176 11,119 7,057 43,642 23,556 439 24,389 17,814 6,578 (382) 3,316 1,166 439 24,389 17,969 6,430 (392) 3,316 1,166 1,354 1,354 1,354 1,354 1,166 1,166 (107) (802) 1,467 (1467) 3,000 3,000 (107) 522 1,467 (915) 3,000 3,224		(883)	10,310	10,234	7.5		9	6 5		. ;		<u> </u>	•
1,056 24,303 11,119 7,057 1,056 24,303 1,166 1	je Lozn Fees date Investment Banking		7,865	885	6,981		43,842	23,526	31,392	7,330	3,757		•
436 24,391 17,814 6,576 (392) 3,316 1,166 (1	Debt Products	(0.43)	94.07				1,036		. 1	!			•
439 24,391 17,814 6,578 (382) 3,315 1,166 439 24,389 17,958 6,430 (382) 3,316 1,166 1,354 1,354 1,354 3,000 1,166 (107) (802) 1,467 (1497) 3,000 (107) 552 1,467 (915) 3,000 528 64,128 41,637 22,587 78,515 32,244		?	0 1 0		7,057		48,058	24,303	42,479	14,660	27,819		
439 24,389 17,959 (146) (392) 3,316 1,166 1,354 1,354 3,000 (107) (302) 1,467 (1,467) (802) (107) 552 1,467 (915) 3,000 529 64,128 41,531 22,537 78,915 32,244	Indervriting ad Securities / PPE	£39	24,391	17,814	6.578	(382)	3,316	1,166	25,165	25,650	(485)		
(107) (802) (467 (1.487) (802) (107) (802) (105) (802) (107) (802) (107) (802) (107) (802) (108)	Equity	439	24,389	17,959	6,430	(392)	3.348	1466	(1)		₽		
(107) (802) (1.467 (1.487) (802) (107) (802) (107) (802) (1.467 (915) 3.000 (802) (802) 78.915 32.244	ЛГИ	,	1 354		700	Î	1 1	2	10 07	009'07	(486)		•
(107) (302) (302) (302) (300 (107) 552 (467 (915) 3,000 528 64,128 41,531 22,537 (392) 78,915 32,244	PF / Telecom / LA Portfolio - NIM		,	1.487	, (S. 4)		3,000		1,354	7,330	(5,976)		
(107) 552 1,467 (915) . 3,000	Hinvesting / Pe Exceptions / Other	(107)	(802)	,	(802)	, .	. ,		(608)		, 600	•	,
528 64,128 41,631 22,597 (392) 78,915 32,244		(107)	552	1,467	(915)	,	3,000		552	7.330	(8.778)		
1202 (492) (89.916 32.244	otal Corporate Finance Product	529	861.48	14 694	70 702						·		
			24 7	3	180,22	(392)	78,915	32,244	95,981	73,290	22.891	4 6.16	

Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipekne.
 Balance of Pipeline includes all future years.

	Franchise Revenue Other Coverage Groups Aug	- NA Lev Fin EUR TELE, NA TELE None None None EUR SPON, EUR TELE EUR TECH None None None LA			NA TELE NA FIN SPO NA SPON NA LEV FIN LA None None None	NA FIN SPO, NA Lev Fin			None	euoN	Zone	EUR TECH, NA CON	NA CON, NA HIN SHO
	Franchise F Revenue F YTD(Jul)	2,663 1,032 1,032 (145) 8,686 203 244 1,524 533 1,408 1,086 89	21,011	21,011	68 462 (538) 1,152 1,505 5,480 (89) 536 11,206	10,310 5,936 1,930	7,866	18,176	85	2,206	4,553	296	9,141
Y DEAL	Franchise Revenue Jul		1,150	1,150	(936)	(953)		(863)	• •	204	. ,	296	643
FRANCHISE - REVENUE BY DEAI AS OF: 12-AUG-2002 EUROS IN 000'S NA MEDIA	PRODUCT DEAL	Allbritton Communications - General Advisory (News Ch 8) (D020686) AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) Aurora Communications - general advisory (D012858) Echostar - acqn advisory and financing (GM - HE) (D014601) Echostar - General Advisory (Vivendi) (D016541) Landmark Communications - general advisory(Retainer 2001-02) (D014724) Liberty Media - Acqn opportunities in Europe (D016262) Scientific Atlanta -acquisition of Barconet-Project Basebail / Basebai (D013401) Spectrasite Holdings - Fairness Opinion (SBC) (D022702) TIM Brazii - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121) TMP Worldwide - Project University / University 1 (D013407) Tribune Co - general advisory (radio assets) (D002234) TV Globo - Project Waves / Waves (D013628)	Total M&A	Total Advisory	Adelphia Communications - HY Offering (2Q 01) (D013200) AMC Entertainment - acq financing for General Cinema (D013398) Echostar - HY offering (Hughes Electronics) (D016727) Entercom Communications - HY offering (1Q 02) (D020688) Galaxy Latin America - HY offering (1Q 01) (D020633) Hughes/PanAmar - Profect Pelcan/interim financing 1Q02 / Pelican 1 (D015959) NextMedia Group - HY offering (2Q 01) (D013233) Sinclair Broadcasting - HY offering (1Q 02) (D021370) Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	Total HYCM Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) Loews Cineplex Entertainment - exit financing (1Q 02) (D016576)	Total Laverage Loan Fees	Total Debt Products	Cumutus Media - secondary onering (culuz) (Duzze io) Digital River - block trade (4Q 01) (D016304)	Emmis Communications - Block Trade (20 02) (D021959)	Entercom Communications - secondary offering (1Q 02) (D020128) Von Office Softritions - contentials offering (20 02) (D020657)		Leap Frog Enterprises - IPO financing (D016309) LIN Television - IPO (D020127)

	FRANCHISE - REVENUE BY DEAL AS DF: 12-AUG-2002 EUROS IN 000'S . NA MEDIA	Y DEAL			
PRODUCT	DEAL. MediaNation • HK\$445.6mn IPO on GEM • Proj Bus / Bus (Asia ECM) (D000494) Radio One • Secondary Offening (2Q 02) (D021681) SONICDIUe • debt private placement (2Q 02) (D021165) XM Satellite Radio • secondary offering (2Q 02) (D022418)	Franchise Revenue Jul (889) 172	Franchise Revenue YTD(Jul) (3,926) 917 160 761	Franchise Revenue Aug (392)	Other Coverage Groups ASIA NRG, ASIA SPON, CHINA, NA FIN SPO None NA P PLMT NA FIN SPO
Total Equity Underwriting	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590) iBeam mtm (M1574)	439	24,391 (0) (1)	(392)	None None
Total Restricted Securities / PPE	/ PPE		(F)		
Total Equity	AOL Time Warner inc IG Bond. (M3404) Scholastic Corp - IG offering (1Q 02) (D020146) Walt Disney - \$450mm - IG Bond (D024828) Walt Disney - IG Bond (M3182)	439	24,389 141 133 86 995	(392)	None None None None
Total GM DCM JV	Comcast Cable - Strategic Lending Contract (M2222) Infinity Broadcasting - Strategic Lending Contract (M2221)	(47) (60)	(355) (447)		None None
Total Principal Investing / PE Exceptions / Other Total Legacy Portfolios / Cross Selling / Other	PE Exceptions / Other ross Selling / Other	(107) (107)	(802)		
Total Product		529	64,128	(392)	

_		•	•	•	_
Case 1:	07-cv-05471-BS	SJ-KNF	Document 26-21	Filed 05/30/2008	Page 10 of 17

								•		
							14 0 0		Franchise	Probability
PRODUCT	DEAL	PROBABILITY	Aug	Sep	ğ	No.	Year 2002	Future Years	Total	Pipeline
	Acme Communications - general advisory (0006356)	25					1,295		1,295	324
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	12	,		,		1,036	•	1,036	111
		125					5,596		5,596	1,399
	Echostar - acon advisory and financing (GM - HE) (D014601)	020	•	•	•	•	7,255	•	7,255	3,627
	Pinnacle Holdings - general advisory (2001) (D010180)	Ó	,	,		•	2.591		2,581	•
	SonicBLUE - general advisory (Project Soprano) / Soprano (D023818)	25		,			2,591	•	2,591	848
	TIM Brazil • Project Eifel/Phase 2 (sale) / Eifel • 2 (D024369)	0					•	1.036	1.030	
	Young Broadcasting - general advisory (Kron Station) (D025304)	0	•				4,146		4 146	
M&A				•		,	24,510	1,036	26,547	6,776
Total Advisory	A.						24.540	1.036	25.647	6.775
	Data Transmission Network - bank/bond financing (3Q 02) (D022812)	25	3,108	•		•	•	1	3,109	777
HYCM			3,109	r		٠	٠		3,109	777
	Canada tana tana ATET Branchman town in the contract town to the contract of t	G.	100			,			4	1.00
	Composer and modern and Special (New Description Composers) (Description)	3 9	200	•		•	•		050 20	17 020
	Conosial - acquitatory and imaneing (GM - TE) (CU14601)	2 2	, (800'00		,		60,00	676'/)
	Gray Communications adopt in for benedek broadcasting (ULZZOZ) Stadist Decemberation Hamb Stadistics (20.00) (December)	6 ¥	2 C		•	• •	• •	•	2, 6 5	4,00,4
	שונים בין השתקשאניות - חשויא וווישוניווים (אל על (העל ומפג)	9	200						20.0	2007
Leverage Loan rees	181 Pees		8,064		35,859		•		43,342	63,350
	Davis & Partners - Transmission Tower in Brooking (D020807)						1,036		1.036	
Real Estate Advisory	Advisory			a		•	1,036	•	1,036	
Total Debt Products	roducts		11,193		35,859		1,036	•	48,088	24,303
	Biackboard - IPO (Q1 03) (D014712)	0	,		1,782				1,762	
	Salem Communications - secondary offering (30,02) (D024428)	75	1,555	•				•	1,555	1,166
Equity Underwriting	nwriting		1,556		1,762		,	•	3,316	1,166
Total Equity			1.555		1.762				3,316	1.166
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (0015996)	0		•	•	•	3,000		3,000	
GM DCM JV							3,000		3,000	
Total Legacy	Total Legacy Portfollos / Cross Selling / Other			•		,	3,000		3,000	٠
			1.1				2,600	245	72.0	
Product			12,747	•	37,620	,	28,547	1,036	LCR'R)	32,244

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Franchise - Revenue & Fifetine DT No Din		

				אמר.	YTD JUL	AUG	2002	FRANCHISE	
HANKER.	DE AL	TOUCH	PROB .	VALUE	VALUE	VALUE	PIPELINE	PIPELINE	
Amilio Jeffray	Aurora Communications - peneral advisory (D012858)	Divestiture Advisory		,	1.032	ļ,			
To the Printer of	Cumulus Madia - secondary offering (2Q 02) (D022916)	Equity-Secondary	¥		4,823				
	Echostar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	٧ <u>/</u> ۷	•	8,686				
	Echoster - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	٧Ž	(936)	(538)	•	, ;		
		Acquisition Advisory	50%		•	,	7,255		
		Acquisition Advisory	۷.		(145)	,	. !		
	Echoster - acon advisory and financing (GM - HE) (D014601)	Bridge Loans	\$0% ::	. 3			35,839	•	
	Emmis Communications - Block Trade (20, 02) (D021959)	Block Irade	4 <u>4</u>	4	4,400				
	Entercom Communications - MY orienta (10 02) (DUZDOSS)	Bonds-Corporate high tiesd	<u> </u>		1,132		,		
	Enteroom Communications - secondary orienng (10, 02) (D020128)	Equity-Secondary	t s		4,993				
	Hegines/Fankandas - Frojeci Yelicas/Fileonii interkiig 1,004, Felican (0010409) Listans/Dostanda - Dotest Dolison/Ateim Sporting 1000 / Bellon 1 (1044050)	Social Rank Cabi	(4 2 2	. ,	933				
		Equity:(PO	€ ₹	(886)	(3.926)	(392)		•	
	Radio One - Secondary Offering (20 02) (D021881)	Epuity-Secondary	Š	172	917		`		
	SES Global - Debt financing re GE Americom - Project Gerard / Gerard (0015996)	Bonds-Eurobonds	É			,	3,000	•	
	Sinciair Broadcasting - HY Offering (4D 01) (D016235)	Bonds-Corporate High Yield	₹Ž		1,208	•	٠		
	Sindair Broadcasting - bank financing (3Q 02) (D021892)	Senior Bank Debt	75%		,		3,109	•	
	Biquity Digital - Private Pracement (Q2 02) (D013707)	Private Placement-Equity	A/N		749				
Carey, Charles	Autora Commanications - negeral advisory (D012858)	Divestiture Advisory	ď.	,	1.032		•	,	
	Blackboard - IPO (Q1 03) (D014712)	Equity-IPO	%0				1,762		
	Cumulus Media - secondary offering (20 02) (D022916)	Equity-Secondary	ď.		4,823				
	Entercom Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	ΚX		1,152			•	
	Entercom Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	₫:	, ;	553		ı		
	Leap Frog Enterprises - IPO financing (D015309)	Equity-190	ĕ :	643	. 643 5.00 5.00 5.00 5.00 5.00 5.00 5.00 5.0	- 60	ŧ		
	Medanation • HK8445.6mn (PO on GEM • Proj Bus / Bus (Asia ECM) (D000494)		ď S	(889)	(3,826)	(385)		, ,	
	NextWedia Group - HY Greenig (20, 01) (D013233)	Sonds-Coporate High Yield	4 S	- +	(66)	•			
	NEGO ODE - DECEMBE V CRESSE (S.C. O.) (DOX: 80.1) Objets Broad perior - MY Official (A.) (A.) (DOX 80.4)	Bonde Comonate High Vield	(<u>*</u>	7 .	. C	. ,			
	Sincial Disactorating 111 Chaing (40 Of) (001959)	Bonds-Compage High Yield	ď	,	536	,		•	
	Strictair Broadcasting - bank finanding (3Q 02) (D021892)	Senior Bank Debt	75%		۱,		3,109	•	
					ş				
Graves, Daniel B.	Adelphia Communications - HY Offening (20.01) (D013200)	Bonds-Corporate High Yield	ď Š		B :	•	• 1	. ,	
	Alibrition Communications - General Advisory (News Cit &) (U020500)	TallTests Opined:	75.5	, ,	- '		3.109	. •	
	Stay Communications and the participant of the communication of the communications of the communications and contract advisors (Retainer 2001-02) (D014724)	Other M&A Advisory	¥ Ž	2	203				
	Salem Communications - secondary offering (3Q 02) (D024428)	Equity-Secondary	75%				1,555		
	Tribune Co - general advisory (radio assets) (D002234)	Divestiture Advisory	₹ Z	1,086	980')	•		•	
	XM Satallita Radio - sacondary offering (20 02) (0022418)	Equity-Secondary	N/A	13	761	•	ì	•	
to be considered in the constant of the consta	Annual of Despetation Terramentalists Tourist in Despetation (100,000)		760				1 036	,	
WOLLS, 3 L Walcolli	Huchas/PanAmSat - Project Pelican/Interior (Instruction 1002 / Pelican 1 (0015959)	Bonds-Corporate High Yield	¥.Z		5,480				
	Hughes/PenAmSat - Project Pelicaninterim financing 1002 / Pelican 1 (0015969)	Senior Bank Debt	ΑN	1	5,936			•	
	Pinnacle Holdings - general advisory (2001) (D010190)	Olvestiture Advisory	\$	ų.		•	2,591	•	
	Spectrasite Holdings - Farness Opinion (SBC) (D022702)	Fairness Opinion	¥ S	,	223				
	INV BYBZE - FYOJOCK TYGEFFORSE (STREEDING SHEDOCE)	Discriming Advisory	¥ ¥		<u>.</u>			1.036	
		Divestitute Advisory	S S		66	•	٠	<u>.</u>	
Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013398)	Bonds-Corporate High Yield	ď ž	•	797		1 295	» «	
	ACRE COMMUnications - general advisory (LuddsJob) Data Transmission Natural - bankityand financina (30 00) (0009819)	Divestiture Advisory Rende, Cornorate High Yield	25%	, ,			3.109	•	
		Bonds-Corporate High Yield	N/A		1,505				
	LIN Television - IPO (DOZO127)	Equity-IPO	√ /Ż		9,141				
	Loews Cineplex Enterdainment - exit financing (10 02) (0016876)	Senior Bank Debt	ψ ×	í	1,930	•			
	Young Broadcasting - HY Offening (4/2 01) (D014961) Young Broadcasting - general advisory (Kron Station) (D025304)	Bonds-Corporate High Tied Divestiture Advisory	% 2 2	<u>.</u>			4,146		
i			ě				9110	·	
Silver, Ellen L.	Data Transmission Network - bank/bond financing (3Q 02) (D022612) Loews Cineplex Entertainment - ext financing (1Q 02) (D016576)	Sonds-Corporate High Yield Senior Bank Debt	% 4 X X		1,930		Ř.		

				, J.C.	YTD JUL	AUG	2002	FRANCHISE
œ	DEAL. Young Broadcasting - HY Offering (4Q 01) (D014961)	PRODUCT Bonds-Corporate High Yield	PROB N/A	FRANCHISE VALUE (17)	FRANCHISE VALUE S27	FRANCHISE VALUE	FRANCHISE PIPELINE	FUTURE PIPELINE
yan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiure Advisory	75%			•	1.036	,
	A i & I Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Divestiture Advisory	ď		2,663	,		
	Business vvire - general advisory (D005685)	Divestiture Advisory	25%		•	٠	5,596	
	Comcass • acq recg for AT&T Greatband (participant bank) (D020813)	Senior Bank Debt	20%	•	•	1	1.865	
	Cognes River - Diock trade (4G C1) (DC16304)	Equity-Secondary	₹ Z	,	85			
	Tributy Weds - Acquipportunities in Europe (D016262)	Acquisition Advisory	ď Ž		244			•
	I MF Wondwide - Project University / University 1 (D013407)	Acquisition Advisory	¥	•	3,408	,	•	. ,
	Yvalt Dishey - \$450mm - 1G Bond (D024828)	Bonds-Corp. Investment Grade	¥ Ž	1	99	,		
un J.	Comcast - acq fines for AT&T Broadband (participant bank) (D020813)	Senior Bank Debt	20%		,	,	4 4	
	tkon Office Solutions - convertible offering (20,02) (D020857)	Equity-Convertible Bonds	4		4 733		0.0	
	SONICBlue - debt private placement (20 02) (0021165)	Equity-P1PE	ď		ç		•	•
	Scientific Altenia -acquisition of Berconet-Project Baseball / Basebal (D013401)	Acquisition Advisory	×		1 524			•
	SoricBLUE - general advisory (Project Soprano) / Soprano (D023818)	Acquisition Advisory	52%				204	•

PRODUCT	Franchise Revenue	YTD(Jul) Franchise Revenue	Prior YTD Franchise Revenue	BAW PRIOR YTD Franchise Revenue	Aug Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2002 Full Year Forecast	2002 Full Year Plan	BAW 2002 Full Year Plan	Future Year Pipelina(2)	Future Year Pipeline Probability Weighted(2)
MEA Total Advisory	251	7,647	10,406	(2,759)	, ,	22,000	2,875	10,522	28,920	(18,398)	1	
HYCM. Leverage Loan Faes		2 273		2273		, ,			8 2 8 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5 5	(8,265)		
Total Debt Products	, L	2,273		2,273				2.273	16,625	(14,252)		
Equity Underwriting	(1,629)	3,632	19,703	(16,071)	,	35,658	23,742	27,375	28,920	(1,545)		,
Total Equity	(1,629)	3,632	19,703	(16,071)	,	35,658	23,742	27,375	28,920	(1,545)	ļ. L	-
GM DCM JV		•	1	•	•	3,000		,	8.265	(8.265)	•	•
iotal Legacy Portfolios / Cross Selling / Other	•					3,000		•	8,265	(8,265)		
Total Corporate Finance Product	(1.378)	13.552	30.409	(48 447)	,	40.089	24 647	000	200			

Desix are Included within the group on the basis of serior banker involvement per client menager for booked deals and pipelin
 Salance of Pipeline includes all future years

	FRANCHISE - REVENUE BY DEAL AS OF: 12-AUG-2002 EUROS IN 000'S EUROPE MEDIA				
PRODUCT	DEAL	Franchise Revenue Jul	Franchise Revenue YTD(Jul)	Franchise Revenue Aug	Other Coverage Groups
	Bertelsmann - Project Rock / Rock (D014619) Fininvest - valuations (Focus) / Focus (ex-Slimfast) (D016069) Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) Impresa/Cofina -pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) Johnston Press - Acqn advisory for RIM / Pacific. (D014213) ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982)		2,010 250 2,367 83 2,188 750		None ITALY EUR TECH, Rus.&Turk. Oth. Eur., PORTUGAL UK EUR TECH
Total M&A		251	7,647		1 (
Total Advisory	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter (D014834) Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	251	7,647 1,980 292	F	EUR SPON EUR SPON
Total Leverage Loan Fees			2,273	4	\$ \$ 8
800 BO	JCDecaux - IPO (project Fox) / Fox (D004897) Johnston Press - rights issue for acqn of RIM (D022644) Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	(1,629)	2,273 (1,629) 1,623 3,638	, , ,	None UK FRANCE
Total Equity Underwriting		(1,629)	3,632		1 1
Total Equity		(1,629)	3,632		

•	_		•		•
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		l								
		_]			Franchise Value	se Value				
				!						
PRODUCT	DEAL	PROBABILITY	Suc.	e e o	ţ	Ž	Balance Of	2	Franchise Revenue	Probability Weighted
				1 3	3	ACA	1 Bar 2002	Future Years	Total	Pipeline
	Boosey & Hawkes - divestiture advisory/defence & refinancing (D015359)	52	2.000		,				•	
	Deutsche Telekom - Sale options for 16% stake in SES (D011449)	C		9	,	•	•		2,000	200
	Fininvest - valuations (Focus) / Focus (ex-Silmfast) (0016089)	, f	,	000,0				•	6,000	•
	JCDecaux acquisition advisory - Project Dandajus / Dandajus JD000000	3 .		200					200	125
	ProSieben - stratedic divestiture advisory - Profest Phoenix / Obsosis / Prozieben	9 5		•		•	4,500		4,500	
	Taylor & Francis Parico of Killwer Anademic Distinction (Votes) (17.50-17.)	8		•		•	5,000	•	5,000	1 250
MEA	(LASZZO) - MAIKE (NAZZGO) - MAIKE) / MAIKE (NAZZGO)	25		4,000	,			,	4 000	1,000
			2,000	10,500			9.500		22 000	2 876
Total Advisory	F-62									
1010	7/ 3		2,000	10,500	,		9.500		22,000	340 6
							200		000177	4,575
	APAX/Hicks Muse - IPO of Yell pic (D020545)	06		1.658	ļ					
	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480)	7.5		12,000			•	•	1,658	1,492
	BSkyB - GBP 200 million convertible bond (D020298)	, t	,	3		•		•	17,000	12,750
	SES Global - £700-15h IPO - Prolect Gerard / Gerard / (Ontasas)	2 #				٠	2,500		2,500	1,875
	Texas Pacific Group - IPO (Hunter) / Hunter * (Docozo)	2 1				•	8,000		8,000	6 000
Equity Underwriting	Pariting	52	•	,	8,500			,	6 500	1.825
			+	18,658	009'9	•	10,500		35,658	23.742
Total Equity				220.00	304.3					
			-	16,658	0,000		10,500	•	35,658	23,742
GM DCM JV	SES Global - Debt financing re GE Americom - Project Gerard / Gerard3 (D015996)	0	٠				3,000		3 000	
				•		,	3.000		3 600	
Total Legact	Total Leason Portfolios / Crose Saltian / Others								20067	-
					,		3,000		3,000	
Product			4000	757 75						
			2,000	27.75	6,500		23,000	•	60,658	26,617

	FRANCHIS SE FUTURE E PIPELINE
	2002 FRANCHISE PIPELINE 1,658
	AUG FRANCHISE VALUE
	YTD JUL FRANCHISE VALUE 2,367 2,188 1,623
	JUL FRANCHISE VALUE
K	90% 80% 80% 80% 80%
VENUE & PIPELINE BY MD & C 2002-08-13 (Tuo) EUROS IN 000'S EUROPE Media.	PRODUCT Equity-PO Valuation Aquistion Advisory Equity-Rights
FRANCHISE - REV.	(Astra) / Astra * (D013840) 014213) 644)
	DEAL APAX/Hicks Muse - IPO of Yell pic (D020645) Adastron - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) Johnston Press - Acqn advisory for RIM / Pacific, (D014213) Johnston Press - rights issue for acqn of RIM (D022644)
	VKER In. Geoffrey A

				JUL	YTD JUL FRANCHISE	AUG	2002 FRANCHISE	FRANCHISE	
BANKER Austin, Geoffrey	DE3L APAXHicks Muse - iPO of Yell pic (D020545)	PRODUCT Equity-IPO	PROB 9%	VALUE	VALUE	VALUE	PIPELINE	PIPELINE	
	3roup (Astra) / Astra * (D013840)	Valuation	e e		2.367	. ,	ģ,		
	Pacific, (D014213)	Acquisition Advisory	Z/A		2.188		•		
	RIM (D022644)	Equity-Rights	۷ X		1,623				
	for RIM acquisition / Jupiter (D014834)	Senior Bank Debt	N/A		1,980	•	•		
	Ka (D022841)	Acquistion Advisory	25%				000	•	
	7 df - Udwylumm financing for acqn of Mclead Publishing (D020465)	Senior Bank Debt	ďχ		292			,	
Lovegrove, Stephen	APAX/Hicks Muse - IPO of Yelf pig (D020545)	00.74	*						
	Corced Laterace / clipaces too		Š			•	1,538	•	
	_	Equity-Secondary	2%	,	•		17,000		
	-	eduty-Convertible Bonds	15%	•			2,500		
	-	Acquisition Advisory	ď.		2,010		•		
	(6525)	Divestiture Advisory	25%	1			200	,	
	_	Divestiture Advisory	%				9 000		
	Stec (Ice Cubs) / Ice cub (D015714)	Merger Advisory	X/X	92	83			•	
		Equity-IPO	N/A	(1,629)	(1.629)		•	•	
	`	Acquisition Advisory	%0				900		
	_	Defense Advisory	25%			,	Š		
	rard3 (D015996)	Bonds-Eurobonds	%				300		
		Equity-:PO	75%	,	٠	•	000		
COVER, NICHOIDS	(0015714)	Marger Advisory	A/A	56	8	,			
	Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091)	Equity-Convertible Bonds	ΝίΑ		3,638			,	
Macinnes, Bruce	Benelsmann - Project Book / Book / Chitages				:				
		Acquisition Advisory	ď.		2,010			,	
		Farmess Opinion	25%				200		
	<u>.</u>	Fairness Opinion	۲ż		250				
		Valuation	ΑN	•	2,367				
	82)	Merger Advisory	4 /2	225	750				
	_	Defense Advisory	25%				2000		
	Irard / Gerand3 (D015996)	Bonds-Eurobonds	%				000		
	_	Fourty-IPO	25.00				200		
			***				0000		
Thun-Hohenstein, Christian		Acquisition Advisory	V/V	,	2.010			ı	
	b stake in SES (D011449)	Divestiture Advisory	%0				COU	•	
		Fairness Opinion	254%	•			200	•	
	-Slimfest) (D018069)	Fairness Opinion	Ž	. ,	250		200	•	
